

## Message Text

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PAGE 01 STATE 310890  
ORIGIN EUR-12

INFO OCT-01 ISO-00 PM-05 CIAE-00 INR-07 L-03 ACDA-12  
NSAE-00 PA-01 SS-15 PRS-01 SP-02 TRSE-00 EB-08  
COME-00 MCE-00 DODE-00 NSCE-00 SSO-00 USIE-00  
INRE-00 /067 R

DRAFTED BY: OSD/ISA:RKLASS

APPROVED BY: EUR:RDVINE

EUR/RPM:WROBINSON

PM/SAS:FCORRY (SUBS)

EUR/RPM:SJLEDOGAR

OSD:HBROWN

EUR/NE:WNEWLIN

PM/L:TBOREK (SUBS)

-----046938 310258Z /72

P 302348Z DEC 77 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS NIACT IMMEDIATE

INFO USMISSION USNATO PRIORITY

USNMR SHAPE PRIORITY

USDEL MC PRIORITY

C O N F I D E N T I A L STATE 310890

E.O. 11652: GDS

TAGS: MPOL, NATO, BE

SUBJECT: BELGIAN HAWK

REFS: A) BRUSSELS 19332, DTG 271255Z DEC 77;

B) BRUSSELS 19333, DTG 271303Z DEC 77;

C) STATE 306094, DTG 231524Z DEC 77;

D) BRUSSELS 19549, DTG 301240Z DEC 77.

1. BELGIAN RESPONSE (REF A) TO SECDEF LETTER OF 3 DEC 77

IS WRONG ON SEVERAL POINTS. IN ORDER TO CLARIFY USG

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POSITION EMBASSY SHOULD PRESENT THE FOLLOWING TEXT PERSON-  
ALLY TO MOD VANDEN BOEYNANTS. (ORIGINAL LETTER HAS BEEN  
AIRMAILED).

BEGIN TEXT: (UNCLASSIFIED)

THE HONORABLE PAUL VANDEN BOEYNANTS

MINISTER OF DEFENSE  
8 RUE LAMBERMONT  
1000 BRUSSELS, BELGIUM

DEAR PAUL,

THANK YOU FOR YOUR LETTER OF 21 DECEMBER 1977 CONCERNING  
YOUR GOVERNMENT'S PENDING DECISION REGARDING HELIP PARTI-  
CIPATION. ON 27 DECEMBER OUR EMBASSY PRESENTED AN OUTLINE

OF THE PROPOSED AGREEMENT TO YOUR OFFICE. THAT OUTLINE  
WAS BASED IN PART ON OUR CONVERSATIONS WITH RAYTHEON  
OFFICIALS WHO HAVE INDICATED THEIR WILLINGNESS TO TAKE  
THE LEAD IN A MAJOR PORTION OF THIS EFFORT INCLUDING A  
SURVEY OF BELGIAN INDUSTRY TO DETERMINE WHICH PRODUCTS  
ARE MOST COMPETITIVE. WE ARE NOW IN THE PROCESS OF  
DRAWING UP A PROPOSED MEMORANDUM OF UNDERSTANDING (MOU)  
WHICH WE HOPE TO CABLE TO YOU PRIOR TO 6 JAN 78. SHOULD  
FURTHER NEGOTIATIONS BE NEEDED PRIOR TO SIGNING THE MOU,  
WE ARE PREPARED TO DISPATCH A TEAM TO BRUSSELS ON SHORT  
NOTICE TO FINALIZE THE AGREEMENT.

THE PROPOSED MOU WILL CLOSELY FOLLOW THE TERMS OUTLINED  
TO YOUR OFFICE ON 27 DEC 77 AND, THROUGH A WAIVER OF  
"BUY AMERICAN" AND OTHER PRICE DIFFERENTIALS SHOULD  
FACILITATE THE FLOW OF BELGIAN PRODUCTS TO THE US. AS I  
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STATED IN MY 3 DEC 77 LETTER THE MOU WOULD NOT INVOLVE  
ANY OFFSET COMMITMENT AS SUCH, NOR ANY PREFERENCE AGAINST  
AMERICAN BIDDERS. THE AGREEMENT WOULD REMAIN IN EFFECT  
UNTIL SUCH TIME AS THE FLOW OF BELGIUM PRODUCTS EQUALS  
THE DOLLAR FLOW TO THE US FROM THE BELGIAN PURCHASE OF  
IMPROVED HAWK, BUT THE SPEED OF ACHIEVING THAT DEPENDS  
ON THE COMPETITIVENESS OF BELGIAN INDUSTRY. BASED ON OUR  
EXPERIENCE WITH THE MAG 58, I HAVE HIGH HOPES FOR THE  
SUCCESS OF THE PROPOSED AGREEMENT.

I WANT TO REEMPHASIZE THE IMPORTANCE I ATTACH TO CONTINUED  
BELGIAN PARTICIPATION IN THE NATO HAWKBELT. IT WOULD BE  
A TRAGEDY IF YOUR GOVERNMENT'S DECISION LED TO A BREACH  
IN THE VITAL DEFENSE LINE. I THEREFORE HOPE THAT THESE  
CLARIFICATIONS AND ASSURANCES WILL ALLOW YOUR GOVERNMENT  
TO DECIDE TO CONTINUE ITS PARTICIPATION IN THIS VITAL  
ALLIANCE PROJECT. MY VERY BEST WISHES FOR A SUCCESSFUL  
AND PROSPEROUS 1978.

SINCERELY,

HAROLD.

END TEXT(END UNCLASSIFIED).

2. IN PRESENTING LETTER, DOD REQUESTS FOLLOWING AMPLIFY-  
ING POINTS BE MADE AND LEFT WITH VDB IN A NON PAPER:

-- AS STATED IN SECRETARY BROWN'S 3 DEC 77 LETTER, THE  
USG IS NOT GUARANTEEING PURCHASES OF BELGIAN PRODUCTS.  
BELGIAN COMPANIES MUST ENTER THE COMPETITIVE PROCESS.  
THEY WILL BE PLACED ON SAME FOOTING AS US COMPANIES AND

COMPANIES FROM THOSE COUNTRIES WITH WHICH WE HAVE MOUS.  
IN ORDER TO GET US BUSINESS THEY MUST BE LOWEST RESPONS-  
IBLE BIDDER. THUS, THE TYPES OF DEFENSE MATERIALS WHICH  
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WOULD BE PURCHASED FROM BELGIUM UNDER THIS ARRANGEMENT  
CANNOT BE SPECIFIED NOW, AS THAT DEPENDS ON WHICH US  
BUSINESS BELGIAN DEFENSE INDUSTRY CAN COMPETE FOR  
SUCCESSFULLY.

-- SIMILARLY, THE RATE OF THE FLOW OF FUNDS DEPENDS ON  
THE COMPETITIVENESS OF BELGIAN INDUSTRY AND ITS WILLING-  
NESS TO BID ON US CONTRACTS.

-- OUR EXPERIENCE WITH OTHER SIMILAR ARRANGEMENTS INDICATES  
A SLOW GROWTH CURVE FOR APPROXIMATELY ONE YEAR. IN THE  
SWISS F-5 CASE THE FIRST 18 MONTHS FROM SIGNATURE RESULTED  
IN ONLY \$9.1M IN NET FLOWS WHILE THE NEXT 12 MONTHS  
RESULTED IN OVER \$30M ADDITIONAL FLOWS.

-- THE PRIMARY RESPONSIBILITY FOR THE AGREEMENT'S SUCCESS  
WILL REST WITH RAYTHEON AND BELGIAN INDUSTRY. DOD WILL  
PROVIDE WAIVERS, EXPEDITE LICENSES AND AUGMENT INDUSTRY  
EFFORTS.

-- IN PROPOSING THIS AGREEMENT THE USG HAS GONE AS FAR AS  
POSSIBLE IN HELPING THE BELGIANS MAKE A DECISION NECESSARY  
TO THEIR OWN DEFENSE. THE GOB MUST CLEARLY UNDERSTAND THE  
INTENT AND EXTENT OF THE USG COMMITMENT. THESE POINTS WERE  
MADE CLEAR TO BELGIAN MFA NATO DIRECTOR ERIC BAL BY  
DEPUTY ASSISTANT SECRETARIES GOODBY AND SIENA AT THEIR  
9 DEC 77 LUNCH MEETING IN EVERE. THE USG WILL NOT BE PUT  
IN A POSITION OF BEING "AT FAULT" IF BELGIAN INDUSTRY  
CANNOT COMPETE IN US MARKETS ON AN EQUITABLE BASIS. NOR  
WILL WE ACCEPT RESPONSIBILITY FOR THE BELGIANS BREAKING  
FAITH WITH THEIR ALLIES BY WITHDRAWING FROM HAWKBELT IF  
THIS SHOULD BE THEIR CHOICE. EITHER WAY, THE RESPONSIBILITY  
RESTS WITH THE BELGIANS.  
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3. IN RESPONSE TO REF D., THE FOLLOWING POINT SHOULD BE  
MADE ORALLY TO THE GOB.

CLERLY THE USG CANNOT COMPENSATE BELGIUM FOR THAT PORTION  
OF IHAWK PURCHASES NOT MADE IN THE US. THAT ISSUE IS A  
MATTER WHICH THE GOB SHOULD TAKE UP WITH THOSE COUNTRIES  
RECEIVING THE BENEFITS OF THE IHAWK PURCHASE IN EUROPE.  
CHRISTOPHER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY SALES, MISSILES  
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**Copy:** SINGLE  
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**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 22 May 2009  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Subject:** BELGIAN HAWK  
**TAGS:** MPOL, BE, US, NATO  
**To:** BRUSSELS  
**Type:** TE  
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